

NASA CAREER DEVELOPMENT PROGRAM					
OCTOBER 2008 - SEPTEMBER 2009					
CERTIFICATION PROGRAM					
CON	CLASS DAYS	CLASS	DATES	LOCATION	Pre-work
100	5	SHAPING SMART BUSINESS ARRANGEMENTS	10/06/08 - 10/10/08	Wallops	N
353	10	ADV. BUSINESS SOLUTIONS FOR MISSION SUPPORT	10/20/08 - 10/31/08	NSA-Linthicum, MD	Y
215	8	INTERMEDIATE CONTRACTING FOR MISSION SUPPORT	03/02/09 - 03/11/09	Wallops	Y
353	10	ADV. BUSINESS SOLUTIONS FOR MISSION SUPPORT	03/30/09 - 04/10/09	Wallops	Y
217	5	COST ANALYSIS AND NEGOTIATION TECHNIQUES	04/20/09 - 04/24/09	Wallops	Y
120	10	MISSION FOCUSED CONTRACTING	05/11/09 - 05/22/09	Wallops	Y
218	10	ADVANCED CONTRACTING FOR MISSION SUPPORT	06/01/09 - 06/12/09	Wallops	Y
353	10	ADV. BUSINESS SOLUTIONS FOR MISSION SUPPORT	07/20/09 - 07/31/09	Wallops	Y
100	5	SHAPING SMART BUSINESS ARRANGEMENTS	08/17/09 - 08/21/09	Wallops	N

CON Course Descriptions

CON 100

Shaping Smart Business Arrangements

Personnel new to the Contracting career field will gain a comprehensive understanding of the environment in which they operate in this course. Students will develop professional skills for making business decisions, working with acquisition team members, and successfully meeting customer needs. Students also acquire technical knowledge and learn contracting processes, procedures, and alternatives. Knowledge management and information systems are introduced in this course as well. Small group exercises will help prepare students to provide contracting support within the overarching business relationships between government and industry.

Length: 5 class days

CON 120

Mission Focused Contracting

This capstone training course completes the mandatory FAC-C Level I certification courses. This course engages the students in the entire procurement process, from planning the acquisition strategy with the customer, to soliciting the requirement and evaluating offers, to managing contract award and contract administration, and to completing the contract closeout process. Students learn and apply team leadership, problem solving, and negotiation techniques. Using an integrated case study approach, students apply the knowledge and skills gained in the previously completed Level I contracting courses: CON 100, CON 110, CON 111, and CON 112.

Length: 10 class days

CON 215

Intermediate Contracting for Mission Support

Intermediate Contracting for Mission Support uses a class based, case study approach which allows students to apply the knowledge and skills learned in the previously completed Level I contracting courses (CON 100, CON 110, CON 111, CON 112 and CON 120) and level II contracting course, CON 214. Students demonstrate their ability to plan, develop, and execute business strategies to meet customer requirements. The case study helps students develop critical thinking, analyze customer needs, develop procurement strategy, and learn source selection skills necessary for successful contract award and performance. This course is intended for contracting professionals with Level I Contracting certification and at least 2 years of contracting experience.

Length: 8 class days

CON 218

Advanced Contracting for Mission Support

Students demonstrate their ability to negotiate fair and reasonable prices and consider the legal implications for various contract situations in this course. Upon successful course completion, students are able to develop a proactive strategic approach to satisfy the customer's requirements, take appropriate action to resolve contract administration issues and problems in accordance with the contract terms and conditions, use a DCAA audit report and apply contract pricing techniques to develop pre-negotiation objectives, develop strategy for a noncompetitive negotiation, and conduct a noncompetitive negotiation. This course is intended for contracting professionals with at least 2.5 years of contracting experience, Level I Contracting certification, and who have completed CON 214, CON 215, CON 216, and CON 217.

Length: 10 class days

CON 353

Advanced Business Solutions for Mission Support

This ten-day intensive Level III Contracting course was designed to give advanced students practice in applying the skills and knowledge gained in Level II training and through work experience. Students work in teams to develop sound business solutions as expert business advisors through critical thinking, problem solving, and dilemma resolution. Upon successful course completion, students are able to: exercise business leadership; apply technical, business, and financial expertise that improves mission support; use best practices for improved planning, execution, and performance management outcomes; and develop and implement change through an improved understanding of the legislative, regulatory, and policy processes. This course is intended for contracting professionals who work in or are projected to work in a position requiring a Level III Contracting certification, have attained a Level II Contracting certification, and have a minimum of 3.5 years of contracting experience. Priority to attend this course is given for GS-13 and above contracting personnel. Senior level GS-12 contracting personnel and others will be considered for attendance on a case by case basis.

Length: 10 class days